

POINTS
for
PENMEN

WATERMAN'S
IDEAL
Fountain Pen

WATERMAN'S
SPOON
FEED

LE. Waterman Co.
173 Broadway
New York

Conical pens make clever writers put rough points
make ragged periods. *The Pen People.*



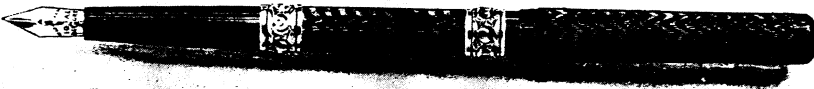
Cone Cap Holders, No. 14, \$4.00. Other sizes \$2.50 to \$6.00.



Cone Cap Holders, chased, No. 14, \$4.00. Other sizes \$2.50 to \$6.00.



Cone Cap Holders, chased, gold mounted cap, No. 14, \$5.00. Other sizes \$3.50 to \$7.00.



Cone Cap, gold mounted holders, No. 14, \$5.00. Other sizes \$3.50 to \$7.00.

The holders shown above carry No. 4 gold pens. Smaller sizes,
Nos. 2 and 3; larger sizes, Nos. 5 and 6. See page 12.

A good pen fights half the battles of the business man.
The Pen People.



Straight Holders, gold mounted, No. 4, \$5.00. Other sizes \$3.50 to \$7.00.



Taper Cap Holders, gold mounted, No. 24, \$5.00. Other sizes \$3.50 to \$7.00.



Silver Filigree, No. 14, \$7.00. Other sizes at \$5.00, \$8.50 and \$9.50.



Taper Cap Holder, chased, No. 24, \$4.00. Other sizes \$2.50 to \$6.00.

Clean pens make clear consciences, but inky fingers
excite unholy words. *The Pen People.*

Dip pens, like dull tools, spoil much work.

The Pen Propper



No. 222 Chased, No. 2 gold pen, \$6.00.



No. 224 Barleycorn, No. 4 gold pen, \$7.50. Also made with No. 2 gold pen, No. 222, at \$4.00.



No. 224 Chased, No. 4 gold pen, \$8.00.



No. 214, silver, No. 4 gold pen, \$8.00.

The Taper Cap Holders shown above are also made in 14 karat gold, series 324; and in 18 karat gold filled, series 0324.

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FOR EVERY HAND A PEN

Probably there is no article which serves more varied requirements than the pen. The tastes and needs of individual users differ in the very widest degree. Thus, while the first care of the purchaser should be to secure a pen that is mechanically perfect, durable and reliable, his next, is to secure a holder adapted to his use and a pen point fitted to his hand.

CONSTRUCTION

Waterman's Ideal Fountain Pen is perfect in every detail of construction. It is so simple that it cannot get out of order except by accident or from the tinkering of someone who does not understand it. It contains only selected materials of the highest grade put together and adjusted by workmen of skill and long experience.

SPOON FEED



Its action depends on the Spoon Feed, a patented device which insures absolute certainty and uniformity in the flow of ink to the pen point when writing and prevents blotting or flooding even of the last few drops of ink in the barrel. The Spoon Feed cannot be used in any other make of fountain pens, and thus it is the guarantee of the genuine Waterman's Ideal.

5

Thought is elusive. Get it down in black and white and you will find it after many days.

For the Penman



No. 404 silver, Indian Scroll, No. 4 gold pen, \$11.00.



No. 404 silver, Chased, No. 4 gold pen, \$10.00. Also made with No. 2 gold pen, No. 402, \$7.50.



No. 404 silver, Golferesque, \$11.00. Also made with No. 2 gold pen, No. 402, \$7.50.



No. 404 silver, Patch, \$10.00.

The above sterling silver patterns are also made in 14 karat gold, series 504; and in 18 karat gold filled, series 0504.

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PEN NEEDS OF PROFESSIONAL WRITERS

A large majority of people use pens only for convenience in personal correspondence and such writing. In business offices, in counting rooms, at editorial desks, etc., it is different. Here the pen is in constant use for the performance of the most important work, and if it cannot be depended upon at all times to do its duty it is worse than useless.

It goes without saying that a perfect fountain pen is the greatest boon to those who write for a living. Therefore we have made an exhaustive study of their needs and although they are naturally the hardest class to suit, they have now become the most enthusiastic friends of Waterman's Ideal Fountain Pen.

ACCOUNTANTS

Accountants and bookkeepers usually require a pretty fine pointed pen with stiff nibs. These are best adapted to checking and posting. The Spencerian No. 1, the Esterbrook Falcon 048, Gillott 303, etc., are their favorite steel pens and we often get orders to duplicate these points, which we of course can do with the greatest exactness. Our bookkeepers' pens are especially tempered and afford every desired grade of action. Falcon shaped nibs are furnished in the No. 4 size of gold pens if desired.

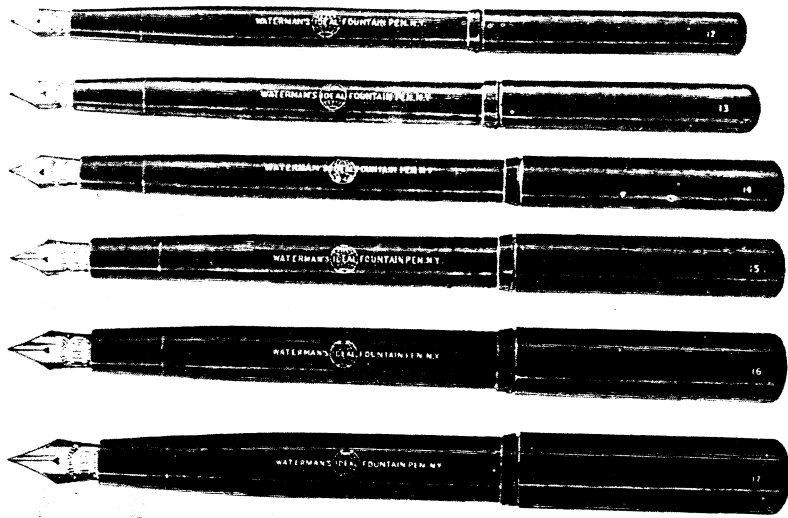
STENOGRAPHERS

In writing short hand every little dot and stroke of the pen is of the utmost importance to the cleanness of the notes. It is obvious therefore that in reporting or

7

Nimble pens earn fat salaries, but a slow hand is always begging. *The Pen Prober*

- \$2.50
- 3.50
- 4.00
- 5.00
- 6.00
- 7.00



Comparative Size of Waterman's Ideal Fountain Pens. Cone Cap Holders, Nos. 12-17.

Other designs of holders, viz. Straight Holders (Nos. 27) and Taper Cap Holders (Nos. 22-27) compare similarly in size and price. (Gold mounted in any size \$1.00 extra.)

taking dictation, the stenographer must have a pen that will perform with absolute certainty, since he has no time to stop and make corrections caused by skipping. Shading is also required by the various systems and hence a flexible pen is necessary and one that writes smoothly so as not to tire the hand.

We can safely assert that the most prominent and expert stenographers everywhere do all their work with our special stenographers' pens. Our testimonial collection includes endorsements from the best known members of the profession in all parts of the world and our pen is invariably recommended in short-hand schools as the best writing instrument for this purpose.

MANFOLDING

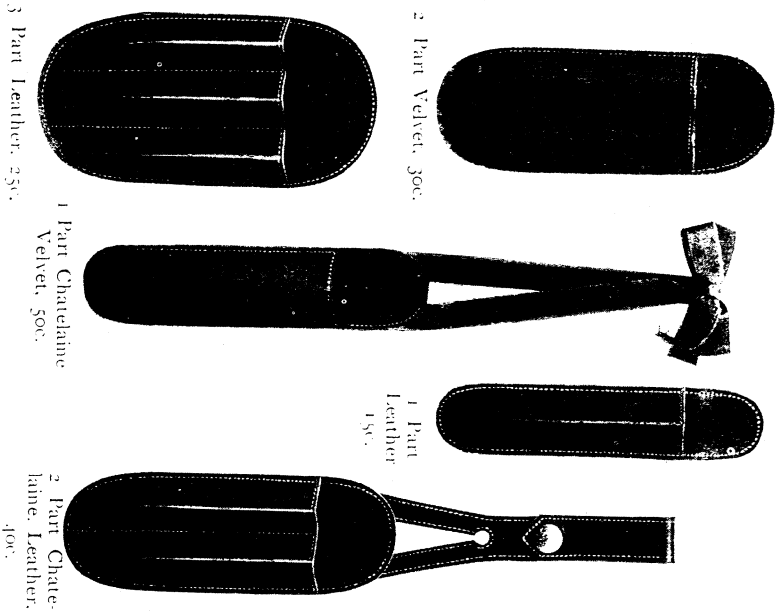
Carbon copies in duplicate and triplicate are required in all modern office systems. The best tool made for this work is Waterman's Ideal Fountain Pen for manifolding. Special points are ground of selected stock so stiff that the necessary pressure may be brought to bear without spreading the nibs, and so smooth that they will not tear the paper and are agreeable to use for any kind of work. They are furnished in any preferred style of holder at the regular list prices and are subject to our regular guarantee.

GUARANTEE

Every Waterman's Ideal Fountain Pen is unreservedly guaranteed wherever sold. Pen points may be exchanged as often as necessary in order to fit the hand, or the full purchase price will be refunded within thirty days if the pen is not entirely satisfactory.

WATERMAN'S SAFETY POCKETS

Made from selected stock of uniform shade, weight and finish.



All leather pockets are made in Black, Tan, Russet, Red and Suede. Velvet pockets, in Green and Brown.

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INK

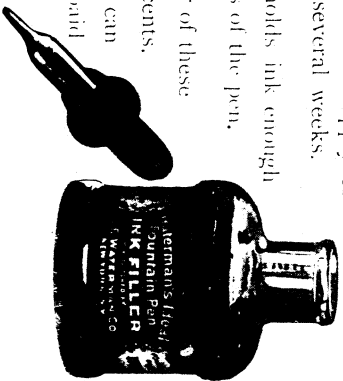


Any first class brand of writing fluid may be used with satisfaction in Waterman's Ideal Fountain Pens. Ink that has become dusty or muddy, however, should be avoided, as it will clog the feed. For copying work, use combined writing and copying fluid, since most copying inks are too heavy to flow well.

The illustrations show two great conveniences for users of our Fountain Pens. The Travelers' Ink Filler consists of a solid rubber stopper and dropper with a two ounce bottle of the best fluid ink, held firmly in place by a spring in a neat, wooden box. This enables one to carry about in trunk or travelling bag, or even in the pocket, a filler and a supply of ink that will last for several weeks.






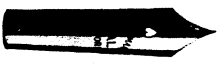


The Desk Filler holds ink enough for about fifty fillings of the pen.

The price of either of these fillers is twenty-five cents. The Travelers' Filler can be sent by mail, prepaid for thirty-three cents.



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GOLD PENS

	Short	Medium	Long
<p>No. 2</p>  <p>Furnished in holders Nos. 2, 12, 22, etc.</p> <p>No. 3</p>  <p>Furnished in holders Nos. 3, 13, 23, etc.</p> <p>No. 4</p>  <p>Furnished in holders Nos. 4, 14, 24, etc.</p> <p>No. 5</p>  <p>Furnished in holders Nos. 5, 15, 25, etc.</p> <p>No. 6</p>  <p>Furnished in holders Nos. 6, 16, 26, etc.</p>	<p>Broad</p>  <p>Narrow</p>  <p>Oblique</p>  <p>Same assortment of nibs in sizes 2, 3 and 4. Short and medium in 5 and 6</p> <p>Stubs. Same variety in all sizes</p> <p>Falcon nib. Made only in No. 4 size</p> <p>Manifolding nib. Made in all sizes</p>		

Bookkeepers' and Stenographers' Pens, especially ground and tempered, also Ball or Turned-up points, furnished in all sizes at regular prices.

REPAIR DEPARTMENT

Our repair department is maintained for the convenience of our customers in case of loss or accident. All correspondence receives prompt and careful attention.

Whenever a new gold pen is wanted, or any readjustment of parts is necessary, the complete holder must be sent to us; otherwise satisfactory service cannot be given.

Ten cents should be added to all prices if registration is desired.

PRICE LIST OF GOLD PENS

The unit figure in the number of a holder indicates the number of the gold pen which it contains. For instance, holders numbers 2, 12, 22, etc., contain number 2 gold pens; holders' number 3, 13, 23, etc., contain number 3 gold pens, and so forth.

No. 2, \$1.25 less \$0.20 for weight of gold pen, if returned.
 No. 3, 1.50 " " " "
 No. 4, 1.75 " " " "
 No. 5, 2.25 " " " "
 No. 6, 2.75 " " " "
 No. 8, 3.75 " " " "

(Gold pens are reprinted or straightened for 30 cents each. Reprinted pens cannot be warranted to wear well, nor to have the same quality of point or flexibility that they had before. Pens smaller than No. 5 are seldom worth repointing.)

PRICE LIST OF BARRELS

Barrels only for holders, 2, 12, 22,	cost,	\$0.75
" " " " " " " " " "	" "	.75
" " " " " " " " " "	" "	1.00
" " " " " " " " " "	" "	1.25
" " " " " " " " " "	" "	1.50
" " " " " " " " " "	" "	2.00
" " " " " " " " " "	" "	2.00

FEED BARS, in all sizes, cost 75 cents each.
 POINT SECTIONS in all sizes up to 7, etc., cost 75 cents each.
 POINT SECTIONS for holders 7-17-27 and 8-18-28, cost \$1.00.

Time saved by Waterman's Ideal Fountain Pen is money earned. *The Ten Proverb.*

(These cuts are two-thirds of actual length and size of Cone Cap Holder).



Fig. 1. Pen closed for the Pocket.



Fig. 2. Pen ready for writing, with cap on top.

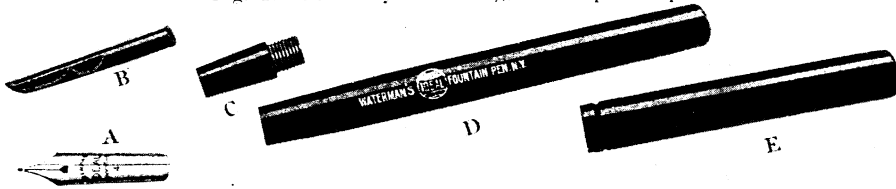


Fig. 3. The four parts of the pen holder.



Fig. 4. Sectional view of Pen.

A. Gold Pen. B. Feed Bar. C. Point Section (or Neck). D. Barrel. E. Cap.

REPAIR DEPARTMENT - Continued

PRICE LIST OF CAPS

To ascertain the size of cap desired for your pen, look at the number of the holder stamped on the end of the barrel.

No. of holder	Price	No. of holder	Price	No. of holder	Price	No. of holder	Price	No. of holder	Price
1	\$0.25	11	\$0.45	21	\$0.60	31	\$0.75	41	\$0.90
2	\$0.30	12	\$0.50	22	\$0.65	32	\$0.80	42	\$1.00
3	\$0.35	13	\$0.55	23	\$0.70	33	\$0.85	43	\$1.10
4	\$0.40	14	\$0.60	24	\$0.75	34	\$0.90	44	\$1.20
5	\$0.45	15	\$0.65	25	\$0.80	35	\$0.95	45	\$1.30
6	\$0.50	16	\$0.70	26	\$0.85	36	\$1.00	46	\$1.40
7	\$0.55	17	\$0.75	27	\$0.90	37	\$1.05	47	\$1.50
8	\$0.60	18	\$0.80	28	\$0.95	38	\$1.10	48	\$1.60
9	\$0.65	19	\$0.85	29	\$1.00	39	\$1.15	49	\$1.70
10	\$0.70	20	\$0.90	30	\$1.05	40	\$1.20	50	\$1.80

Caps for Cone Cap Holders (12-18) and Desk Holders (13-16) can be supplied by number. Caps for Straight Holders, 2-8, and Taper Cap Holders, 22-28, must be fitted in our shop by hand. Hence, always send such holders.

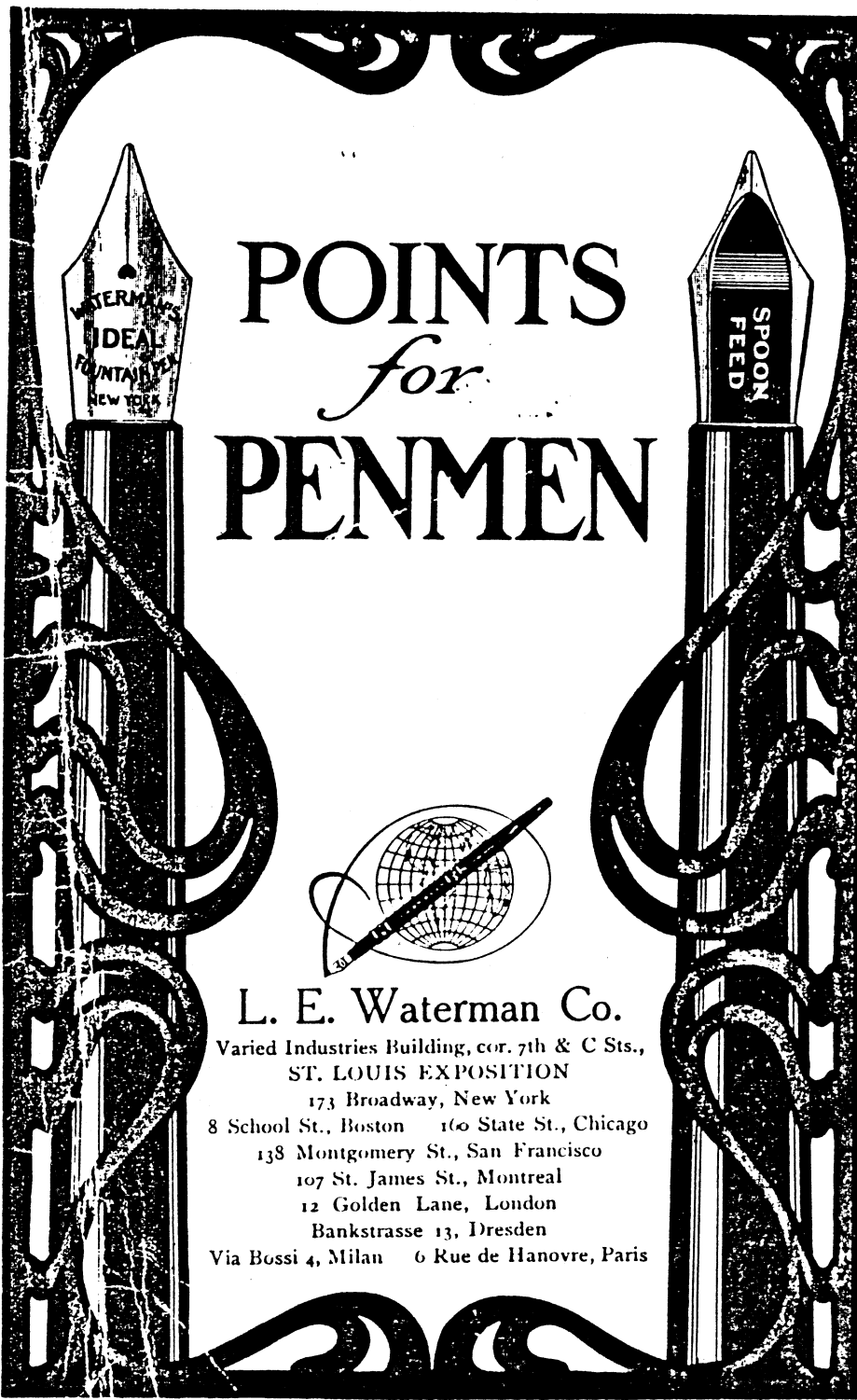
PRICE LIST OF HOLDERS

Numbers of holders are stamped on the ends of the barrels.

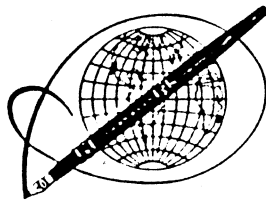
1-11	\$0.75
12-18	\$1.25
19-21	\$1.50
22-28	\$2.00
29-31	\$2.50
32-38	\$3.00
39-41	\$3.50
42-48	\$4.00
49-50	\$4.50

SPECIAL DIRECTIONS

Hang up the ink before sending a fountain pen through the mail.
 Be sure to mark the barrel of a fountain pen with the package so that we can identify it conveniently if with your letter of instructions.
 To insure safety, packages should always be registered.



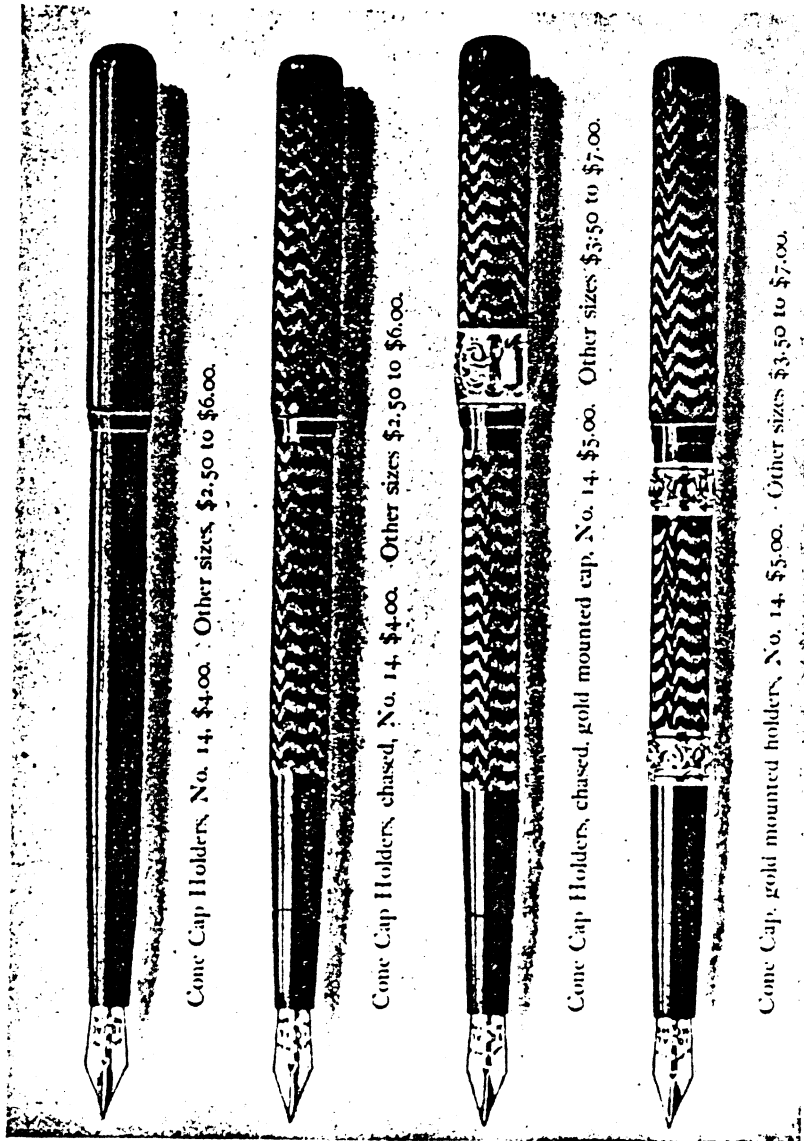
POINTS
for
PENMEN



L. E. Waterman Co.

Varied Industries Building, cor. 7th & C Sts.,
ST. LOUIS EXPOSITION
173 Broadway, New York
8 School St., Boston 160 State St., Chicago
138 Montgomery St., San Francisco
107 St. James St., Montreal
12 Golden Lane, London
Bankstrasse 13, Dresden
Via Bossi 4, Milan 6 Rue de Hanovre, Paris

Smooth pens make clever writers, but rough points
make ragged periods. *The Pen Prophet.*



Cone Cap Holders, No. 14, \$4.00. Other sizes, \$2.50 to \$6.00.

Cone Cap Holders, chased, No. 14, \$4.00. Other sizes \$2.50 to \$6.00.

Cone Cap Holders, chased, gold mounted cap, No. 14, \$5.00. Other sizes \$3.50 to \$7.00.

Cone Cap, gold mounted holders, No. 14, \$5.00. Other sizes \$3.50 to \$7.00.

The holders shown above carry No. 4 gold pens. Smaller sizes, Nos. 2 and 3; larger sizes, Nos. 5 and 6. See page 12.

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No. 224 Barleycorn, No. 4 gold pen, \$7.50. Also made with No. 2 gold pen, No. 222, at \$4.00.



No. 224 Chased, No. 4 gold pen, \$8.00.



No. 214 silver, No. 4 gold pen, \$8.00.

The Taper Cap Holders shown above are also made in 14 karat gold, series 324 ; and in 18 karat gold filled, series 0324.

FOR EVERY HAND A PEN

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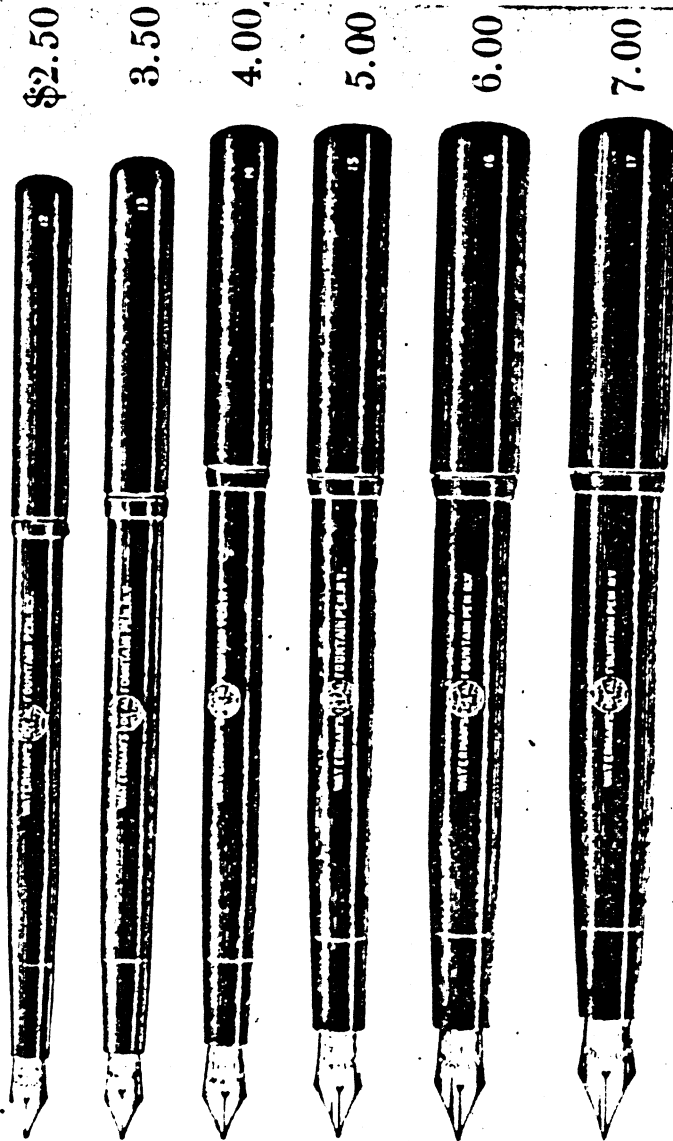
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MANIFOLDING

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WATERMAN'S SAFETY POCKETS

Made from selected stock of uniform shade, weight and finish.



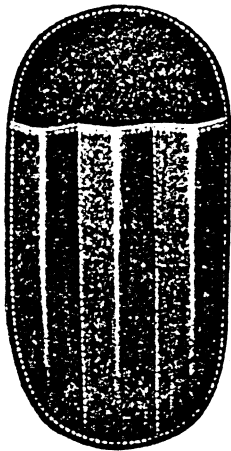
2 Part Velvet, 30c.



1 Part Chatelaine
Velvet, 50c.



1 Part
Leather
15c.



3 Part Leather, 25c.



2 Part Chate-
laine. Leather,
40c.

All leather pockets are made in Black, Tan, Russet, Red and Suede. Velvet pockets, in Green and Brown.

INK

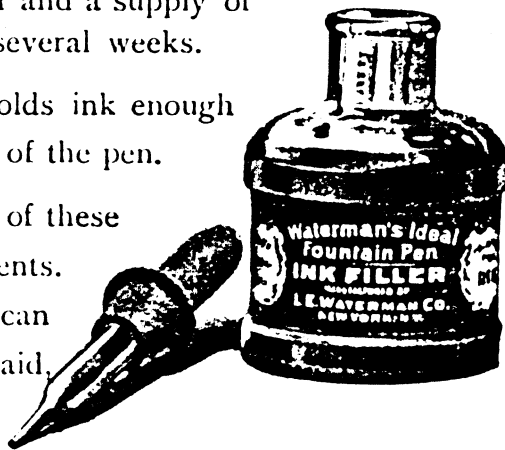


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The illustrations show two great conveniences for users of our Fountain Pens. The Travelers' Ink Filler consists of a solid rubber stopper and dropper with a two ounce bottle of the best fluid ink, held firmly in place by a spring in a neat, wooden box. This enables one to carry about in trunk or travelling bag, or even in the pocket, a filler and a supply of ink that will last for several weeks.

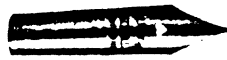
The Desk Filler holds ink enough for about fifty fillings of the pen.

The price of either of these fillers is twenty-five cents. The Travelers' Filler can be sent by mail, prepaid, for thirty-three cents.



GOLD PENS

No. 2



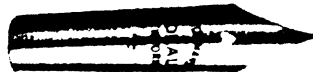
Furnished in holders Nos.
2, 12, 22, etc.

No. 3



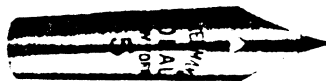
Furnished in holders Nos.
3, 13, 23, etc.

No. 4



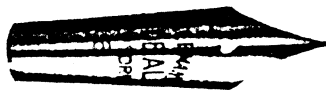
Furnished in holders Nos.
4, 14, 24, etc.

No. 5



Furnished in holders Nos.
5, 15, 25, etc.

No. 6



Furnished in holders Nos.
6, 16, 26, etc.

Short



Medium



Long



Same assortment of nibs in sizes
2, 3 and 4. Short and medium
in 5 and 6

Broad



Narrow



Oblique



Stubs. Same variety in all sizes



Falcon nib. Made only in No. 4 size



Manifolding nib. Made in all sizes

Bookkeepers' and Stenographers' Pens, especially ground and tempered,
also Ball or Turned-up points, furnished in all sizes at regular prices.

REPAIR DEPARTMENT

Our repair department is maintained for the convenience of our customers in case of loss or accident. All correspondence receives prompt and careful attention.

Whenever a new gold pen is wanted, or any readjustment of parts is necessary, the complete holder must be sent to us; otherwise satisfactory service cannot be given.

Ten cents should be added to all prices if registration is desired.

PRICE LIST OF GOLD PENS

The unit figure in the number of a holder indicates the number of the gold pen which it contains. For instance, holders numbers 2, 12, 22, etc., contain number 2 gold pens; holders number 3, 13, 23, etc., contain number 3 gold pens, and so forth.

No. 2,	\$1.25	less	\$0.20	for weight of old gold pen, if returned.
No. 3,	1.50	"	.30	" " " "
No. 4,	1.75	"	.40	" " " "
No. 5,	2.25	"	.50	" " " "
No. 6,	2.75	"	.60	" " " "
No. 8,	3.75	"	.80	" " " "

Gold pens are repointed or straightened for 50 cents each. Repointed pens cannot be warranted to wear well, nor to have the same quality of point or flexibility that they had before. Pens smaller than No. 5 are seldom worth repointing.

PRICE LIST OF BARRELS

Barrels only for holders,	2-12-22	cost,	\$0.75
"	"	"	"
"	"	"	"
"	3-13-23-43		.75
"	4-14-24-44		1.00
"	5-15-25-45		1.25
"	6-16-26-46		1.50
"	7-17-27		2.00
"	8-18-28		2.00

FEED BARS, in all sizes, cost 75 cents each.

POINT SECTIONS in all sizes up to 7, etc., cost 75 cents each.

POINT SECTIONS for holders 7-17-27 and 8-18-28, cost \$1.00.

Time saved by Waterman's Ideal Fountain Pen
is money earned. *The Pen Prophet.*

(These cuts are two-thirds of actual length and size of Cone Cap Holder).



Fig. 1. Pen closed for the Pocket.



Fig. 2. Pen ready for writing, with cap on top.

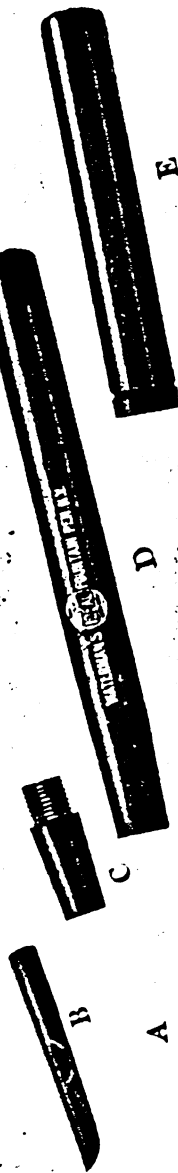


Fig. 3. The four parts of the pen holder.



Fig. 4. Sectional view of Pen.

A. Gold Pen. B. Feed Bar. C. Point Section (or Neck). D. Barrel. E. Cap.

REPAIR DEPARTMENT—Continued

PRICE LIST OF CAPS

To ascertain the size of cap desired for your pen, look at the number of the holder stamped on the end of the barrel.

No. of holder	Price	No. of holder	Price	No. of holder	Price	No. of holder	Price	No. of holder	Price
2	\$0.25	3	\$0.25	4	\$0.25	5	\$0.30	6	\$0.40
12	.25	13	.25	14	.25	15	.30	16	.40
22	.25	23	.25	24	.25	25	.30	26	.40
—	—	43	.25	44	.25	45	.30	46	.40
—	—	—	—	7	.50	17	.50	27	.50
—	—	—	—	8	.50	18	.50	28	.50

Caps for Cone Cap Holders (12-18) and Desk Holders (43-46) can be supplied by number. Caps for Straight Holders, 2-8, and Taper Cap Holders, 22-28, must be fitted in our shop by hand. Hence, always send such holders.

PRICE LIST OF HOLDERS

Numbers of holders are stamped on the ends of the barrels.

2-12-22	\$1.75
3-13-23-43	2.25
4-14-24-44	2.50
5-15-25-45	2.75
6-16-26-46	3.25
7-17-27	4.25
8-18-28	4.25

SPECIAL DIRECTIONS

Empty out the ink before sending a fountain pen through the mail.

Be sure to mark your name and address plainly on the package so that we can identify it and connect it with your letter of instructions.

To insure safety, packages should always be registered.

WRITING ANCIENT HISTORY



DON'T BE A GALLEY SLAVE
AND WORK IN CHAINS



RECORDS OF TO-DAY